

**AWARD NOMINATION
SMALL BUSINESS PARTNER OF THE YEAR**

(For presentation at the Annual Small Business Awards ceremony
June 2006)

Bureau:

- 1) **Please provide the following company information:**

Company Name: Technical Management Services (TMS)

Address: 5550 Saddle Rock Road
Colorado Springs, CO 80918

Telephone Number: (719) 260-9907

President/Owner/CEO: James Johnson
Tmsjohnson@aol.com

Business Type (check all that apply):

☒ X Small ☐ SDB ☐ 8(a) ☒ X Women-owned
☐ HUBZone ☐ Veteran-Owned ☐ Service Disabled Veteran-Owned

- 2) **Please describe how this small business has excelled in the past year in the performance of their contract. Additionally, please provide a brief profile of the firm in your description.**

Technical Management Services is under contract with IRS to provide consulting services for our national A-76 Competitive Sourcing program. Competitive Sourcing is met with significant resistance from line management, executives, employees and the Union. TMS has done an outstanding job of providing support, both in terms of expertise and in helping to overcome resistance.

TMS has truly forged a partnership with IRS. That partnership has resulted in outstanding program results. Without TMS involvement, we would not be as far along as we are today-- according to top Treasury and OMB officials, one of the best Competitive Sourcing programs in civilian government and a recipient of the President's Quality Award. IRS and Treasury are green for both status and progress for our A-76 program.

Technical Management Services (Continued)

Training is one critical area of this contract support. TMS provides training to dozens of different stakeholder groups from government bid teams to executive decision-makers. (See www.tmsworkshops.com.) TMS both develops the training and instructs. Ratings for TMS courses are exceptional. TMS provided former DoD Instructors certified as "Master Instructors", with many years of hands-on experience in A-76. Although not specifically required by the contract, TMS also developed custom CD-ROMs with templates as handouts for students. The CDs include tools, lessons learned, samples, and references. They also updated these CD-ROMs and all course materials after each course to incorporate feedback from students and new case examples and materials. Students consistently rate the TMS courses as outstanding, "A" and often "A+", even though this is a subject area that many students are initially very resistant to learning and working on.

Another critical support area is program management. TMS has provided critical support which has resulted in hundreds of millions of dollars in A-76 award decisions with almost 200 million dollars in projected savings. Few agencies can point to such a successful program. TMS consistently provides highly motivated, experienced and well trained staff to support the myriad of program support areas. The depth of support covers FAIR Act Inventory, Project Management disciplines, costing methodologies including COMPARE expertise (by far superior in industry and across government), interpretation and application of the A76 Circular and often times competing and contradictory legislative changes—all of which is provided by professional, can-do dedicated TMS employees. TMS has documented many best practices and authored "how to guides" greatly improving knowledge management across IRS. The government and contractor partnership relationship has greatly improved the ability to transform the IRS through the use of competitive sourcing.

The IRS Office of Competitive Sourcing highly recommends TMS for the prestigious recognition by the Department of Treasury as the Small Business Partner of the Year.